

Message Text

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PAGE 01 STATE 182613
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FM SECSTATE WASHDC

TO ALL AMERICAN REPUBLIC DIPLOMATIC POSTS

UNCLAS STATE 182613

FOR AMBASSADOR FROM TODMAN

E.O. 11652: N.A.

TAGS: XM, EIND, BGEN, TATT

SUBJECT: INTERNATIONAL EXECUTIVE SERVICE CORPS

1. FRANK PACE, JR., PRESIDENT OF THE INTERNATIONAL EXECUTIVE SERVICE CORPS (IESC) HAS HELD DISCUSSIONS WITH THE SECRETARY AND ME REGARDING HOW OUR EMBASSIES (PARTICULARLY YOU AS AMBASSADOR) AND THE IESC MIGHT COOPERATE TO ADVANCE OUR MUTUAL INTERESTS. I AM CONVINCED THAT THIS ORGANIZATION CAN PLAY A VERY HELPFUL ROLE IN ASSISTING BUSINESSES AND POSSIBLY SOME UNITS OF GOVERNMENT THROUGHOUT LATIN AMERICA. THE PURPOSE OF THIS MESSAGE IS TO ENCOURAGE YOU, IF THERE ALREADY IS AN IESC REPRESENTATIVE IN THE COUNTRY TO WHICH YOU ARE ACCREDITED, TO ESTABLISH CLOSE OR CLOSER WORKING RELATIONS WITH HIM. IN ANY EVENT, I RECOMMEND THAT YOU PLAN TO SPEND PART OF A DAY AT THE IESC HEADQUARTERS WHEN YOU ARE NEXT IN THE U.S. AND CAN MAKE THIS BRIEF AMOUNT OF TIME AVAILABLE.

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2. AS I BELIEVE ALL OF YOU KNOW, THE IESC IS A NOT-FOR-PROFIT ORGANIZATION BASED IN NEW YORK THAT RECRUITS EXPERIENCED EXECUTIVES, USUALLY RETIRED FROM UNITED STATES FIRMS, TO SERVE FOR AN AVERAGE OF TWO TO THREE MONTHS IN DEVELOPING COUNTRIES AS VOLUNTEER ADVISORS TO LOCALLY-OWNED ENTERPRISES

THAT REQUEST MANAGERIAL OR TECHNICAL ASSISTANCE.
THE VOLUNTEERS RECEIVE TRAVEL AND LIVING EXPENSES
FOR THEMSELVES AND SPOUSES, BUT NO SALARY.

3. I UNDERSTAND THAT SINCE 1965 WHEN IESC BEGAN
OPERATIONS, IT HAS COMPLETED MORE THAN FIVE
THOUSAND PROJECT ASSIGNMENTS, AROUND HALF OF THEM
IN 22 COUNTRIES OF LATIN AMERICA. MOST PROJECTS
INVOLVE COOPERATION WITH LOCAL PRIVATE ENTERPRISES,
BUT SOME HAVE BEEN AIMED AT IMPROVING GOVERNMENT
ADMINISTRATION AT NATIONAL AND LOCAL LEVELS.

4. FRANK PACE HAS SERVED THROUGHOUT IESC'S EXIS-
TENCE AS PRESIDENT AND CHIEF EXECUTIVE OFFICER.
MEMBERS OF THE HEADQUARTERS STAFF IN NEW YORK ARE
MANAGERS WITH PREVIOUS LONG EXECUTIVE CAREERS IN
U.S. BUSINESS, MANY WITH OVERSEAS BACKGROUNDS AND
SOME WITH GOVERNMENT EXPERIENCE. THE ORGANIZATION'S
OPERATING FUNDS COME MAINLY FROM FOUR SOURCES, OVER-
SEAS CLIENT FIRMS, PRIVATE U.S. FIRMS AND OTHER
DONORS, THE GOVERNMENTS IN WHICH IESC HAS PROJECTS,
AND AID.

5. I FEEL CERTAIN THAT YOU 'ILL FIND THE TIME SPENT
BEING BRIEFED BY FRANK PACE AND HIS ASSOCIATES AND
EXCHANGING VIEWS ABOUT HOW YOUR EMBASSY AND IESC
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CAN BEST COOPERATE FULLY WORTHWHILE. WHILE IESC
BENEFITS (AND THUS SO DO WE) FROM ITS INDEPENDENT
STATURE, SOME CAREFUL EMBASSY/IESC LOCAL REPRESENTATIVE
COORDINATION CAN BE ADVANTAGEOUS TO BOTH
MISSIONS.

6. IT MAY BE ADVISABLE, UNLESS YOU PLAN TO BE IN
THE U.S. FOR A CONSIDERABLE STRETCH THE NEXT TIME,
FOR YOU TO LET US KNOW IN ADVANCE WHEN YOU BELIEVE
YOU CAN FIT IN A TRIP TO NEW YORK FOR THIS PURPOSE.
IF YOU LIKE, WE'LL MAKE THE APPOINTMENT FOR YOU. CHRISTOPHER

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